# Verizon New England Inc. Application for Cable Television Compliance Order Certificates Service Areas One and Four And Request For Expedited Consideration

# **September 28, 2007**

# **Statement of Application**

Pursuant to Section 3.3 of the Rhode Island Division of Public Utilities and Carriers' Rules Governing Community Antenna Television Systems ("Cable Rules"), Verizon New England Inc. ("Verizon") hereby applies for Compliance Order Certificates for Service Areas One and Four.

# **Executive Summary**

Verizon seeks permission from the Division to begin offering cable services in Service Areas One and Four.

Rhode Island will receive the full benefits of Verizon's revolutionary video offering that will provide residents of the Ocean State with a vast array of competitive digital video services.

Verizon's technical, financial, and managerial qualifications to own and operate a cable system in Service Areas One and Four are well established. The Division conducted extensive proceedings in which it assessed Verizon's Applications for Compliance Order Certificates for Service Areas Two, Three, Six, and Eight, and it found that Verizon was well qualified to own and operate a cable system in Rhode Island. Copies of the Compliance Order certificates issued to Verizon for Service Areas Two, Three, Six, and Eight are attached hereto as Exhibit 1. Verizon Communications is a Fortune 15 company with over \$88 billion in annual revenues and over 242,000 employees worldwide. Verizon has over 100 years of experience providing high quality services and unparalleled customer care to the residents of Rhode Island. Currently, Verizon employs approximately 1,400 people in Rhode Island, with an annual payroll of more than \$75 million. Verizon located its new regional FiOS<sup>SM</sup> Solution Center in Providence to provide customer service for video services for customers throughout the Northeast. The FiOS<sup>SM</sup> Solution Center has already brought more than 270 new jobs to Rhode Island and expects to generate even more jobs as Verizon expands its video services. Now, Verizon stands ready to utilize its experience and resources to bring the benefits of competition to the residents of Burrillville, Central Falls, Cumberland, Glocester, Lincoln, Smithfield, North Smithfield, Woonsocket, East Providence, and Pawtucket.

In accordance with Section 3.3 (c) of the Cable Rules, Verizon provides the following information:

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# Channel capacity, including both the number of channels in the proposed system and the number of channels to be energized immediately. Rule 3.3(c)(1).

The channel capacity of the FTTP network in Rhode Island is up to 860 MHz. Verizon expects to offer more than 330 channels upon launch of its video service in Service Areas One and Four, similar to the number of channels it currently offers to its subscribers in Service Area Six and the number of channels it offers to customers in Massachusetts, New York, Pennsylvania, Texas, Virginia, Florida, California, Delaware, Indiana, New Jersey, and Maryland. A list of Verizon's channels and content packages from Service Area Six is attached hereto as Exhibit 2 for informational purposes. Verizon offers subscribers an all-digital premier package as well as several premium service packages. Verizon also carries PEG programming as part of its Basic Service. Verizon will provide the Division with updated information on the specific channels and content packages that it will offer in Service Areas One and Four before it begins offering video services to the general public in those service areas.

# The Television and Radio Broadcast Signals to be Carried, with a Description of Programming and Other Services to be Offered. Rule 3.3(c)(2).

Verizon's Channel lineup and programming packages for Service Area Six are attached hereto as Exhibit 2. Verizon expects to offer substantially similar channels and programming packages in Service Areas One and Four.

### Description of the Proposed System Design and Planned Operation. Rule 3.3(c)(3).

A detailed description of the FTTP System Architecture is attached as Exhibit 3. FTTP is an upgrade to Verizon's existing telecommunications network under authority granted by Title II of the Communications Act and uses fiber-optic cable and optical electronics to directly link homes and businesses to the Verizon network. The FTTP Network will also be capable of carrying a wide range of video services. In constructing the FTTP Network, Verizon will comply with all applicable National Electric Code and National Electric Safety Codes for telecommunications facilities.

#### Location of Headends and Antennas. Rule 3.3(c)(3)(i).

Verizon has two Super Head Ends (SHE) located in Florida and Indiana that serve as national points for content aggregation. The SHEs are completely redundant to ensure that there are no interruptions in the national broadcast feeds. National content travels from the SHE to a regional Video Hub Office (VHO) where it is off-loaded from the long haul network and integrated with local and regional content. Content is then transported to local Video Serving Offices (VSO) for transport to the end users. For a more detailed description of the FTTP network, see Exhibit 3.

The VHO that will serve Service Areas One and Four is located in Burlington, Massachusetts. The potential VSO locations for Service Areas One and Four are in Verizon's Wire Centers located in Pascoag, Woonsocket, Ashton, Scituate, Centredale, Pawtucket, Glocester, East Providence, Riverside, and Providence Washington Street.

# Extent and Type of Information Services to be Offered on the Residential Network. Rule 3.3(c)(3)(ii).

Verizon will make available to subscribers in Service Areas One and Four advanced high speed data capabilities over its Title II FTTP network (referred to herein as FiOS<sup>SM</sup>). The FiOS<sup>SM</sup> data product provides consumers with upstream and downstream data capacity that far exceeds anything currently offered by other providers in the State of Rhode Island. Verizon intends to offer its FiOS<sup>SM</sup> data product as its FTTP build-out proceeds. (As a data service governed by Title I of the Communications Act, the FiOS<sup>SM</sup> product does not require a cable license.)

# Extent and Type of Automated Services to be Provided. Rule 3.3(c)(3)(iii).

Currently, Verizon has no plans to provide automated services related to PEG Access facilities or programming.

#### Location of Origination Points and Origination Facilities. Rule 3.3(c)(3)(iv).

Currently, Verizon has no plans to operate such facilities.

#### The Number of Channels to be Made Available for Access Uses. Rule 3.3(c)(3)(v).

Verizon plans to carry all Public, Education, and Government (PEG) Access Channel capacity currently offered by the Rhode Island Public Telecommunications Authority ("RIPTA") in Service Areas One and Four.

Verizon recognizes its obligation to provide support for a PEG Access studio in Service Areas One and Four. Pursuant to the terms and conditions of the Settlement Agreement filed in Docket No. 2006-C-4 (attached hereto as Exhibit 4). Verizon will provide the Division with a grant of fifty thousand dollars (\$50,000) plus two dollars (\$2) per household for each Service Area. According to Exhibit 1 of the Settlement Agreement, Service Area 1 has 65,153 households and Service Area 4 has 50,577 households. As such, Verizon will provide the Division with grants of One Hundred Eighty Thousand Three Hundred and Six Dollars (\$180,306) for Service Area One and One Hundred Fifty-one Thousand One Hundred and fifty-four dollars (\$151,154) for Service Area Four. Verizon will also provide Eligible Institutional Users (as that term is defined in the Settlement Agreement) with access to FiOS<sup>SM</sup> Business data service pursuant to the terms of the Settlement Agreement. In addition, Verizon proposes to interconnect with the RIPTA-operated PEG Access studios that provide PEG service to Service Areas One and Four.

# Provisions for Expansion of Channel Capacity and Other Upgrading as Technological Improvements Become Available. Rule 3.3(c)(3)(vi).

The FTTP network is a state of the art, all fiber upgrade to Verizon's existing telecommunications network under authority granted by Title II of the Communications Act. The FTTP network will be used to provide high quality voice, and advanced data services, and is also capable of providing video services. This unique fiber optic network will be the platform from which Verizon provides a variety of services to subscribers in Service Areas One and Four.

# A Timetable for the Completion of Construction of the Proposed System. Rule 3.3(c)(4).

Verizon will activate cable service in Service Areas One and Four in accordance with the timetable set forth in Section 8.2 of the Cable Rules. Service will be provided to subscribers in accordance with all applicable requirements of the Cable Rules, including Density Standards (Section 10.2 of the Cable Rules) and Verizon's Line Extension Policy (promulgated pursuant to Section 10.3 of the Cable Rules and attached hereto as Exhibit 5). Verizon's VHO facilities serving Rhode Island are already up and running. Verizon will install and activate its VSO facilities within its wire centers during the final stages of its Title II network upgrade. The upgrade of the existing Verizon telecommunications network to FTTP and conversion of central offices to video capability, however, is a multi-billion dollar undertaking for Verizon. Scheduling of such activity is based on multiple factors, including budget considerations, availability of sufficient workforce, permitting issues and equipment availability. For these reasons, the schedule stated here may shift or be altered. Verizon will make cable television service available to customers served by any given central office in Service Areas One and Four when Verizon completes FTTP upgrades of that central office and makes the central office video capable. Verizon expects that it will be able to provide service to portions of Service Areas One and Four shortly after the Division grants the requisite Certificates of Authority to Operate pursuant to Section 3.5 of the Cable Rules.

### A Proposed Tariff. Rule 3.3(c)(5).

Upon Verizon's entry into the cable television market in Service Areas One and Four, Verizon's cable system will be subject to effective competition as defined in 47 U.S.C. §543 (l)(1). Accordingly, Verizon's rates will not be subject to federal or state regulation. Verizon is thus filing a tariff pursuant to R.I.G.L. §39-19-6 and § 11.1 of the Division's Rules for informational purposes only, and not in order to obtain approval of the rates listed therein. The informational tariff is attached hereto as Exhibit 6. The rates and services listed in Exhibit 6 reflect Verizon's current intention only, and the actual rates and services to be included in any future filing may vary from those shown on the Exhibit. In any event, it is Verizon's goal to establish a robust national channel lineup and competitive pricing in Service Areas One and Four.

# Terms and Conditions Under Which Service is to be Provided to Educational, Charitable, and Governmental Entities. Rule 3.3(c)(6).

Pursuant to Section 7.3 of the Division's Rules, Verizon will provide standard video installation and Basic Service at no charge to fire stations, police stations, municipal buildings, hospitals, public and private universities, public libraries, public and private schools, and religious institutions throughout Service Areas One and Four.

A Statement of the Applicant's Qualifications and Experience in the Cable Television Field, if any; and the Names and Professional Experience of the Persons or Organizations who Will be Responsible for the Design, Construction, Installation, and Operation of the Proposed System. Rule 3.3(c)(7).

Verizon has been providing services to residents, businesses and governments within the State of Rhode Island for some one hundred years.

A list of representative cable television leadership within Verizon follows:

# Donna C. Cupelo

# Region President - Massachusetts and Rhode Island

Ms. Cupelo serves as Massachusetts and Rhode Island's chief executive, with primary responsibility for service, government and regulatory affairs, public policy and economic development. She is leading Verizon's efforts to obtain all necessary certificates for Verizon to gain entrance into the video market in Rhode Island. Ms. Cupelo is a graduate of Providence College and holds a Master of Business Administration from Babson College.

#### Terry K. Denson

# Vice President - FiOS TV Content Strategy and Acquisition

Mr. Denson oversees the creation and implementation of video product packaging, pricing and marketing strategies, video content acquisitions, and video customer acquisition, education and retention. Prior to joining Verizon, he was Vice President of Programming for Insight Communications, the ninth largest cable operator in the country, where he led the program acquisition and content strategy efforts. Prior to that, he served as Director of Business Development for MTV Networks, and as a general attorney for ABC, where he managed content rights and distribution issues. He is a graduate of Harvard University, and of Georgetown Law School.

#### Shawn M. Strickland

# **Vice President – FiOS TV Product Management**

Mr. Strickland is responsible for developing and executing the video product plans for Verizon Communications. Prior to assuming this responsibility, he was responsible for managing the

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data and voice products on the Fiber To The Premise platform. He began his career at Bell Atlantic with the Corporate Development organization. He is a graduate of Harvard University, holds a Master of Business Administration degree from Columbia University, and is a Certified Financial Analyst.

### Mr. M. James Ho

# Distinguished MTS, Video Services Technology

Mr. Ho is responsible for the network architecture associated with video services for Verizon Communications. He has more than fifteen years experience in video related fields, including video compression and satellite Direct To Home, video on-demand over DSL, full service video delivery over MMDS, the technology interface between Bell Atlantic and Direct TV. He has been associated with development of the video service architecture since year 2000. He attended the Polytechnic University of New York, majoring in mathematics and computer sciences.

A Statement Indicating Whether the Applicant or Any of Its Principals Owns or Operates any Other CATV System or any Newspaper or any Broadcast Television or Radio Station, and the Names and Addresses of Each Such Operation and the Chief Executive Officer of the Franchising Authority in Which Each System or Station is Located. Rule 3.3(c)(8).

Verizon currently holds Compliance Order Certificates in Rhode Island Service Areas Two, Three, Six, and Eight and holds licenses in fifty-seven (57) communities in Massachusetts. Exhibit 7 attached hereto provides the names and addresses of each Franchising Authority that has granted such a license. Copies of these licenses are publicly available from the Massachusetts Department of Telecommunications and Cable. Verizon also has applications for cable television franchises pending in several other cities and towns in Massachusetts.

Affiliates of Verizon New England Inc., as of this date, have been granted cable television licenses or franchises in over eight hundred (800) localities in the states of New York, Pennsylvania, Florida, Texas, Indiana, California, New Jersey, Virginia, Delaware, Oregon, and Maryland and has been providing cable services to consumers since the third quarter of 2005. Verizon will provide the addresses and contact information for representatives of these communities upon request.

A Statement of Ownership Detailing the Corporate Organization of the Applicant, Including the Names and Addresses of Officers and Directors and the Number of Shares Held by Each; and Intracompany Relationships, Including Parent, Subsidiary, and Affiliated Companies. Rule 3.3(c)(9).

Applicant Verizon New England Inc. is a corporation, incorporated in New York on October 19, 1883. Its Federal tax identification number is 04-1664340. Verizon New England Inc. is 100.00% owned by NYNEX Corporation. NYNEX Corporation, in its turn, is 100.00% owned by Verizon Communications Inc. Verizon Communications Inc., a Fortune 15 company, is a corporation publicly traded on the New York Stock Exchange and other stock exchanges.

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### Officers, Directors and Ownership Interests

#### **Current Directors:**

Robert J. Barish Bruce P. Beausejour Paula L. Brown Donna C. Cupelo Virginia P. Ruesterholz

#### **Current Officers:**

Robert J. Barish Chief Financial Officer

Bruce P. Beausejour Vice President, General Counsel and Assistant

Secretary

Paula L. Brown Region President – Northern New England

Donna C. Cupelo Region President – Massachusetts and Rhode Island

Marianne Drost Secretary

Janet M. Garrity Assistant Treasurer Veronica C. Glennon Assistant Secretary

Edwin F. Hall Controller

Richard P. Jankun

David S. Kauffman

Richard R. Masching

Joseph J. McGeever

Vice President – Taxes

Vice President – Taxes

Vice President – Taxes

Cheryl E. Mongell Region President – Operations (New England

States)

Kevin J. O'Quinn

Neil D. Olson

Virginia P. Ruesterholz

Jane A. Schapker

Assistant Controller

Assistant Treasurer

Chief Executive Officer

Assistant Secretary

Sheila L. Small Assistant Treasurer (for risk management and

insurance matters only)

Catherine T. Webster Vice President and Treasurer

All officers and directors identified above may be contacted through:

185 Franklin Street Boston, MA 02110

None of the officers or directors named above owns stock in Applicant Verizon New England Inc. as Verizon Communications Inc. owns 100 percent of Applicant's stock.

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### A Documented Plan for Financing the Proposed CATV System. Rule 3.3(c)(10).

Verizon Communications Inc. intends to finance provision of cable television service within the State of Rhode Island from a variety of internally and externally generated funds, as is done with all programs undertaken by the Company. Verizon Communications Inc. is a Fortune 15 company with 2006 revenues in excess of 88 billion dollars. As ample demonstration of the financial strength and stability of the company, attached hereto as Exhibit 8 is the 2006 Annual Report to Shareholders of Verizon Communications Inc. The Annual Report includes the 2006 Income Statement, Balance Sheet, and Cash Flow Report for the Company, along with the Auditor's Letter and the Statement of Management. The most recent financial reports for Verizon New England Inc. are also attached hereto as Exhibit 9 and Verizon's most recent Automated Report Management Information System (ARMIS) report is attached hereto as Exhibit 10.

In 2006, the internally generated funds of Verizon Communications Inc. came from a variety of sources, including cash from operations and depreciation. Externally generated funds included long and short term borrowings, as reported in the Verizon Communications 2006 Annual Report. The results of Verizon New England Inc. operations are consolidated into Verizon Communications Inc., and the requirements for capital to be utilized for Verizon New England Inc. activities flow from Verizon Communications. Based on Verizon's 2006 10K Annual Report filing to the SEC (attached hereto as Exhibit 11), Verizon Communications Inc. generated enough Cash from Operations to fully fund its capital program internally. However, in the future, Verizon Communications Inc. may utilize externally generated funds to finance a portion of its capital program as conditions warrant.

To date, all capital spent in Service Areas One and Four has been spent to upgrade Verizon's Title II FTTP Network. No capital has been spent on plant or equipment in the public right of way that is to be used solely to enable the provision of cable services in either Service Area.

# Pro forma income statements and balance sheets showing ten (10) years of projected operations of the applicant. Rule 3.3(c)(11)

Verizon has submitted pro forma income statements and balance sheets to the Division under seal as highly confidential information.

#### Maintenance of a Local Business Office. Rule 13.1.

Verizon will maintain a local business office in accordance with the requirements of Sections 13.1 (a)-(c) of the Cable Rules. Verizon has not yet determined the exact locations of the local business offices for Service Areas One and Four. Verizon will provide the Division with specific information regarding its local business offices when such information becomes available.

# A Statement Indicating Why it Would be in the Public Interest to Grant the Application. Rule 3.3(c)(12).

Granting the application would allow Verizon to bring competition and all its attendant benefits to the cable television market in Service Areas One and Four, which is not currently subject to effective competition. Service Areas One and Four are currently served by a single cable operator (Cox Communications, Inc.), and recent national studies have shown that areas with more than one cable operator have cable rates that are on average 15% lower than areas with a single provider (See Exhibits 12 and 13). We expect that, as it has in other industries, competition will bring greater innovation in products, services and options to cable subscribers in these areas. The issuance of a competitive cable certificate will provide choice to Rhode Island subscribers where none currently exists and is therefore in the public interest.

### **Request for Expedited Consideration**

Verizon requests that the Division consider and then grant this Application on an expedited basis. Verizon has demonstrated in the recently completed proceedings on its Application for a Compliance Order Certificate for Service Area Six, Docket 2006-C-4, and its Applications for Compliance Order Certificates for Service Areas Two, Three, and Eight, Docket No. 2007-C-1, that it is fit, willing, technically qualified and financially able to provide cable television service in Rhode Island and to conform to the laws of the state and the requirements, orders, rules and regulations of the Division. Verizon has also demonstrated to the satisfaction of the Division that Verizon's operation of a cable television system in the state will bring real competition and its attendant customer benefits to the cable television market and thereby serve the public interest. Moreover, the Settlement Agreement between Verizon and the Advocacy Section that the Division approved in Docket 2006-C-4 provides the financial and related terms on which Verizon will support PEG access programming and studios, including in Service Areas One and Four. With these factors in mind, Verizon suggests that there are few, if any, substantive issues to be addressed in this proceeding and that this Application is therefore appropriate for expedited consideration.

#### **Conclusion**

Verizon is eager to bring the benefits of video choice to the residents of Service Areas One and Four. Verizon respectfully requests that the Division review the instant Application for Compliance Order Certificates for Service Areas One and Four in an expeditious manner and schedule appropriate public hearings in accordance with applicable rules.

#### **Exhibit List**

Exhibit 1: Compliance Order Certificates for Service Areas Two, Three, Six and Eight

Exhibit 2: Sample Channel Lineup

Exhibit 3: FTTP Network Architecture

Exhibit 4: Settlement Agreement

Exhibit 5: Verizon Line Extension Policy

Exhibit 6: Verizon Informational Tariff

Exhibit 7: Contact Information for Verizon LFAs

Exhibit 8: Verizon 2006 Annual Report

Exhibit 9: Verizon New England Inc. 2006 Financial Reports

Exhibit 10: Verizon New England Inc. ARMIS Report

Exhibit 11: Verizon 2006 10-K Report

Exhibit 12: Telecommunication: Issues Related to Competition and Subscriber Rates in the

Cable Television Industry (GAO-04-8)

Exhibit 13: Report on Cable Industry Prices, Implementation of Section 3 of the Cable Television

Consumer Protection and Competition Act of 1992, 20 FCC Rcd 2718 (2005)